



## **Carlos Moreno, Clemente Moreno Guadalajara Family Mexican Restaurant**

After working for their uncle, Nicholas Moreno, who owns about a dozen Mexican restaurants, for about 15 years, Clemente and Carlos Moreno started their own business in Casper called Las Margaritas. The Casper Las Margaritas was doing well and they decided they needed to expand their operations and branch out.

They located a vacant business in Cheyenne on Dell Range Boulevard that had been closed for some time. The property was owned by SBA. SBA had the property listed for sale for about three years and was anxious to get this back as a viable business in Cheyenne. When the Moreno brothers approached SBA to purchase the property, they estimated they would need about \$120,000 for remodeling and repairs needed to open a new Cheyenne business with a Mexican style environment in this closed down property. SBA worked along with the Moreno's and assisted them in obtaining a 7(a) loan through Equality State Bank (now known as First Interstate Bank).

Clemente and Carlos were very much hands-on owners. They were involved in every aspect of the remodeling including traveling to Mexico to obtain just the right materials to create the atmosphere they wanted. After the remodeling was completed they hoped to have a seating capacity of 120.

They named the restaurant "Guadalajara Family Mexican Restaurant" after their hometown in Mexico. This helped avoid confusion with the other family owned businesses known as 3 Margaritas and Las Margaritas. Cheyenne already had about six Mexican restaurants, but Carlos Moreno said he believed there was a need for theirs and he was right.

Bill Starrs of First Interstate Bank said, "They run a good business, and it shows. Their loan hasn't missed a beat." Both brothers remain very involved in their business ventures. They work seven days a week year around. They are good at what they do and it's obvious. Carlos said they make their food fresh, even their own chile and salsa, every day, and that is what makes the difference.

